



2024 OCTOBER

PUSLINCH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

BUYER'S MARKET

The **Puslinch** real estate market shifted further into a buyer's market this October, facing substantial declines. The median sale price dropped by 29.75%, while the average sale price decreased by 9.49%. Sales volume fell by 22.42%, with unit sales down by 14.29%. New listings decreased by 10.53%, and expired listings declined by 28.57%. The unit sales-to-listings ratio saw a slight decrease of 1.55%, reflecting a cooling market and reduced buyer activity.



October year-over-year sales volume of \$6,563,500

Down 22.42% from 2023's \$8,460,000 with unit sales of 6 that are down from the 7 last year. New listings of 17 are down 10.53% from a year ago, with the sales/listing ratio of 35.29%, down 1.55%.



Year-to-date sales volume of \$95,646,500

Down 15.97% from 2023's \$113,819,988 with unit sales of 69 down 17.86% from the 84 in 2023. New listings of 202 are down 2.88% from a year ago, with the sales/listing ratio of 34.16% down 6.23%.



Year-to-date average sale price of \$1,339,453

Up from \$1,318,964 one year ago with median sale price of \$1,323,750 up from \$1,204,250 one year ago. Average days-on-market of 42.4 is up 6.4 days from last year.

Note: The sample size for this area shows too few listings to depict a meaningful comparison between Median Sales Price and Average Sales Prices.

OCTOBER NUMBERS

Median Sale Price

\$1,110,000

-29.75%

Average Sale Price

\$1,093,917

-9.49%

Sales Volume

\$6,563,500

-22.42%

Unit Sales

6

-14.29%

New Listings

17

-10.53%

Expired Listings

5

-28.57%

Unit Sales/Listings Ratio

35.29%

-1.55%

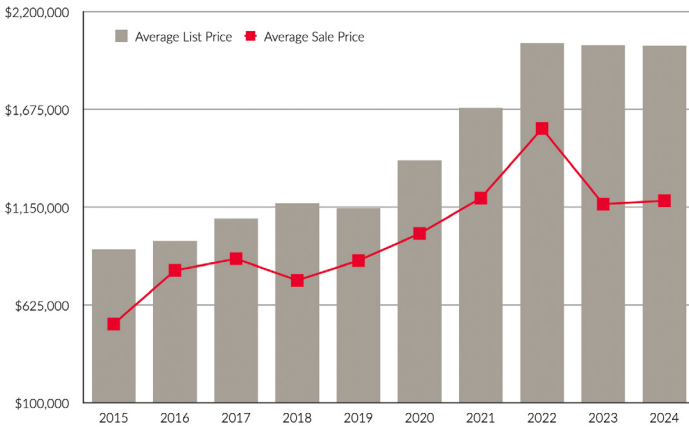
Year-over-year comparison (October 2024 vs. October 2023)

THE MARKET IN DETAIL

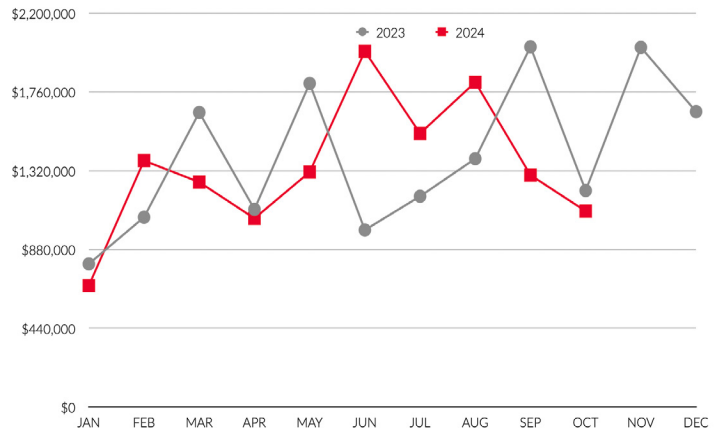
	2022	2023	2024	2023-2024
YTD Volume Sales	\$149,368,647	\$113,819,988	\$95,646,500	-15.97%
YTD Unit Sales	81	84	69	-17.86%
YTD New Listings	191	208	202	-2.88%
YTD Sales/Listings Ratio	42.41%	40.38%	34.16%	-6.23%
YTD Expired Listings	17	29	40	+37.93%
Monthly Volume Sales	\$4,852,500	\$8,460,000	\$6,563,500	-22.42%
Monthly Unit Sales	4	7	6	-14.29%
Monthly New Listings	17	19	17	-10.53%
Monthly Sales/Listings Ratio	23.53%	36.84%	35.29%	-1.55%
Monthly Expired Listings	2	7	5	-28.57%
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	1	0	0	No Change
YTD Sales: \$350K-\$549K	2	19	9	-52.63%
YTD Sales: \$550K-\$749K	13	11	13	+18.18%
YTD Sales: \$750K-\$999K	2	9	5	-44.44%
YTD Sales: \$1M-\$2M	31	27	30	+11.11%
YTD Sales: \$2M+	32	18	11	-38.89%
YTD Average Days-On-Market	26.60	36.00	42.40	+17.78%
YTD Average Sale Price	\$1,782,480	\$1,318,964	\$1,339,453	+1.55%
YTD Median Sale Price	\$1,831,275	\$1,204,250	\$1,323,750	+9.92%

Puslinch MLS Sales and Listing Summary
2022 vs. 2023 vs. 2024

AVERAGE SALE PRICE

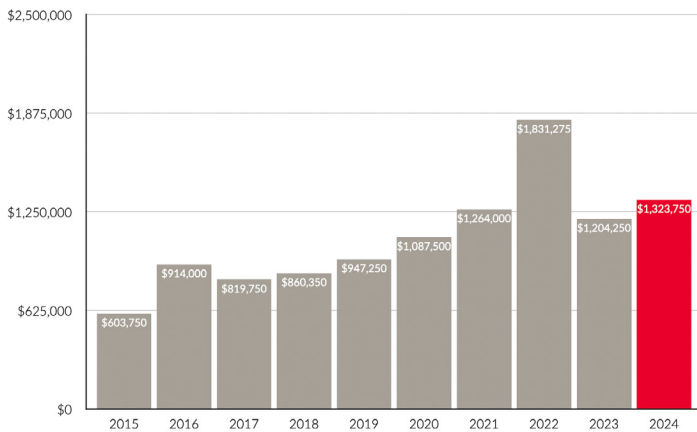


Year-Over-Year

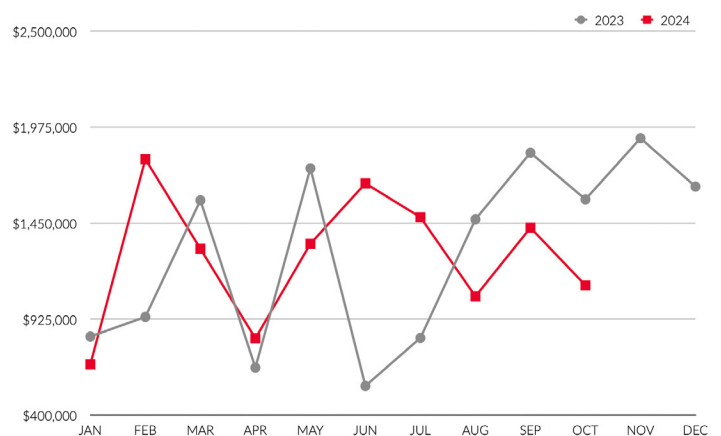


Month-Over-Month 2023 vs. 2024

MEDIAN SALE PRICE



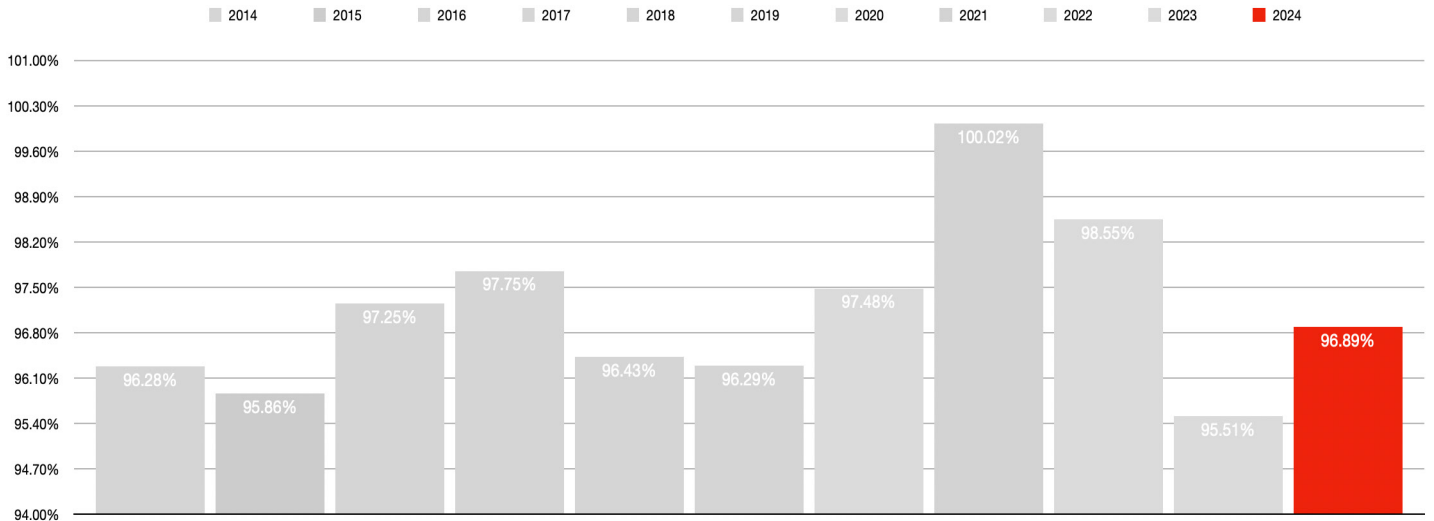
Year-Over-Year



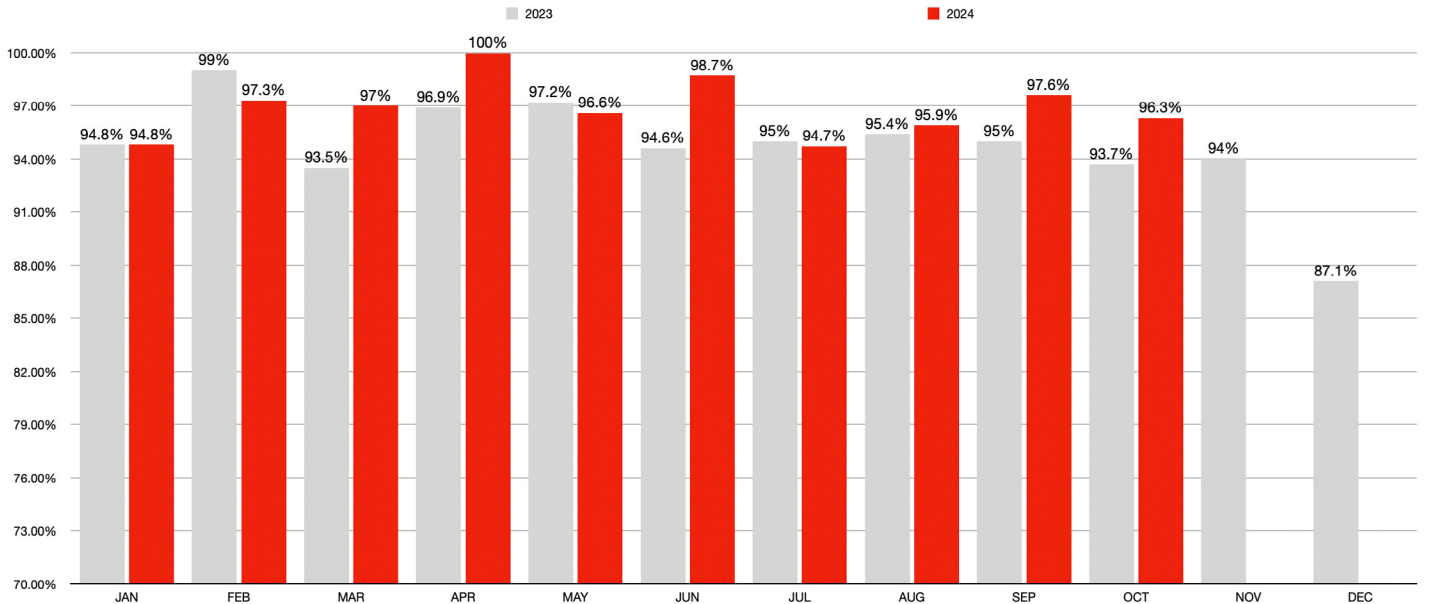
Month-Over-Month 2023 vs. 2024

* Median sale price is based on residential sales (including freehold and condominiums).

SALE PRICE VS. LIST PRICE RATIO

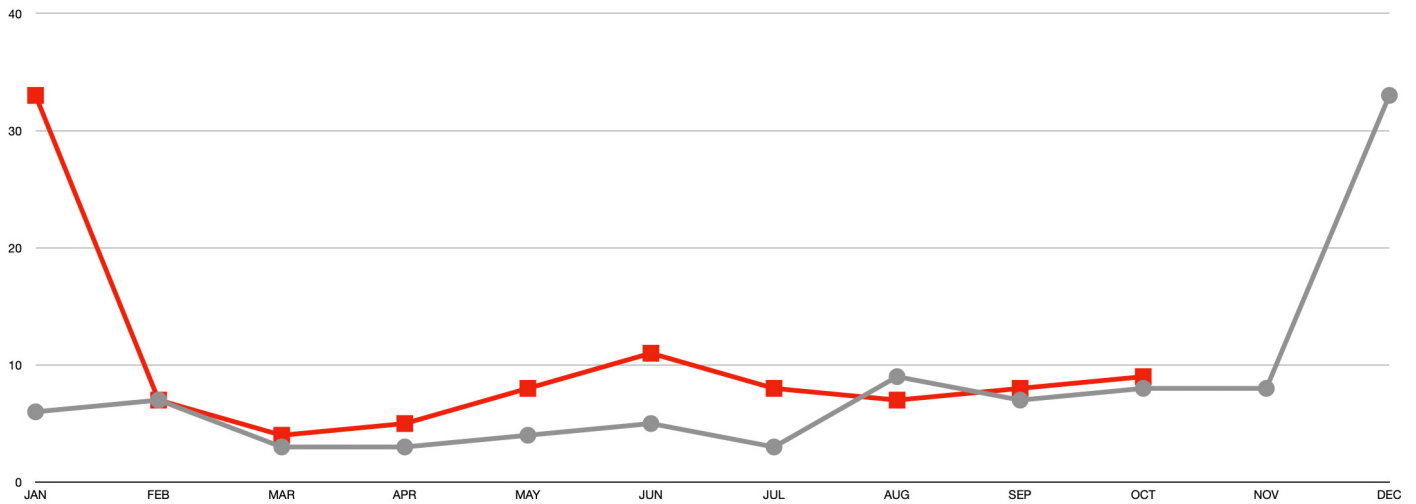


Year-Over-Year

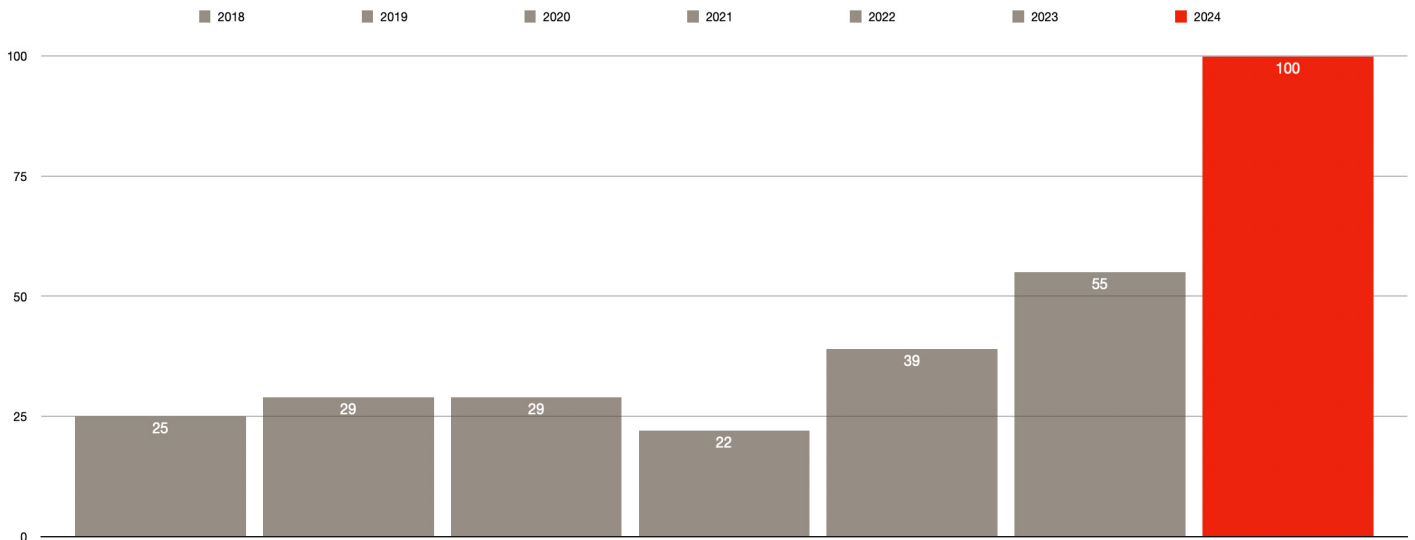


Month-Over-Month 2023 vs. 2024

MONTHS OF INVENTORY

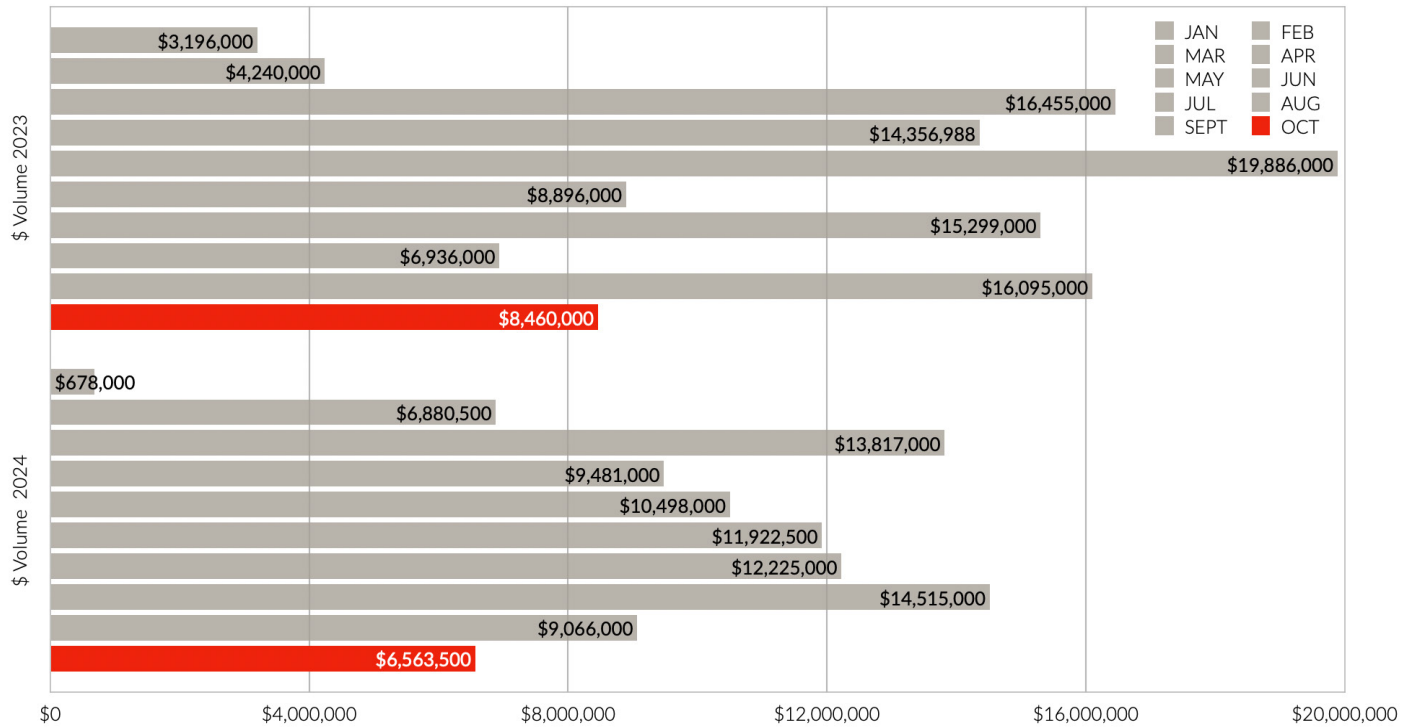


Month-Over-Month 2023 vs. 2024

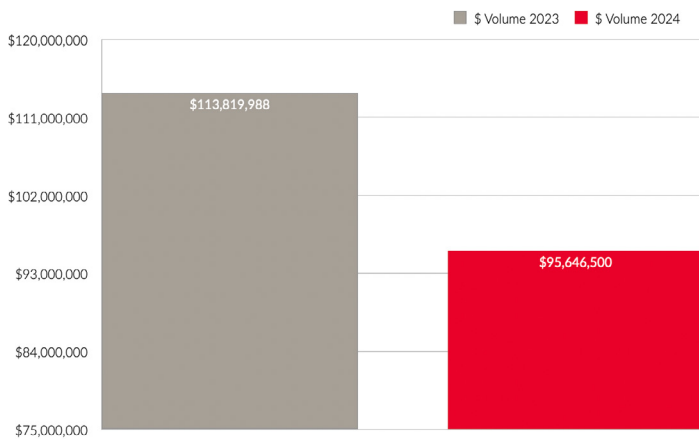


Year-Over-Year

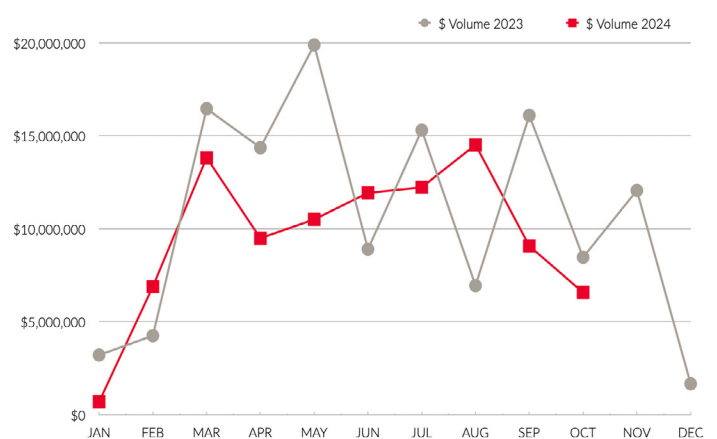
DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

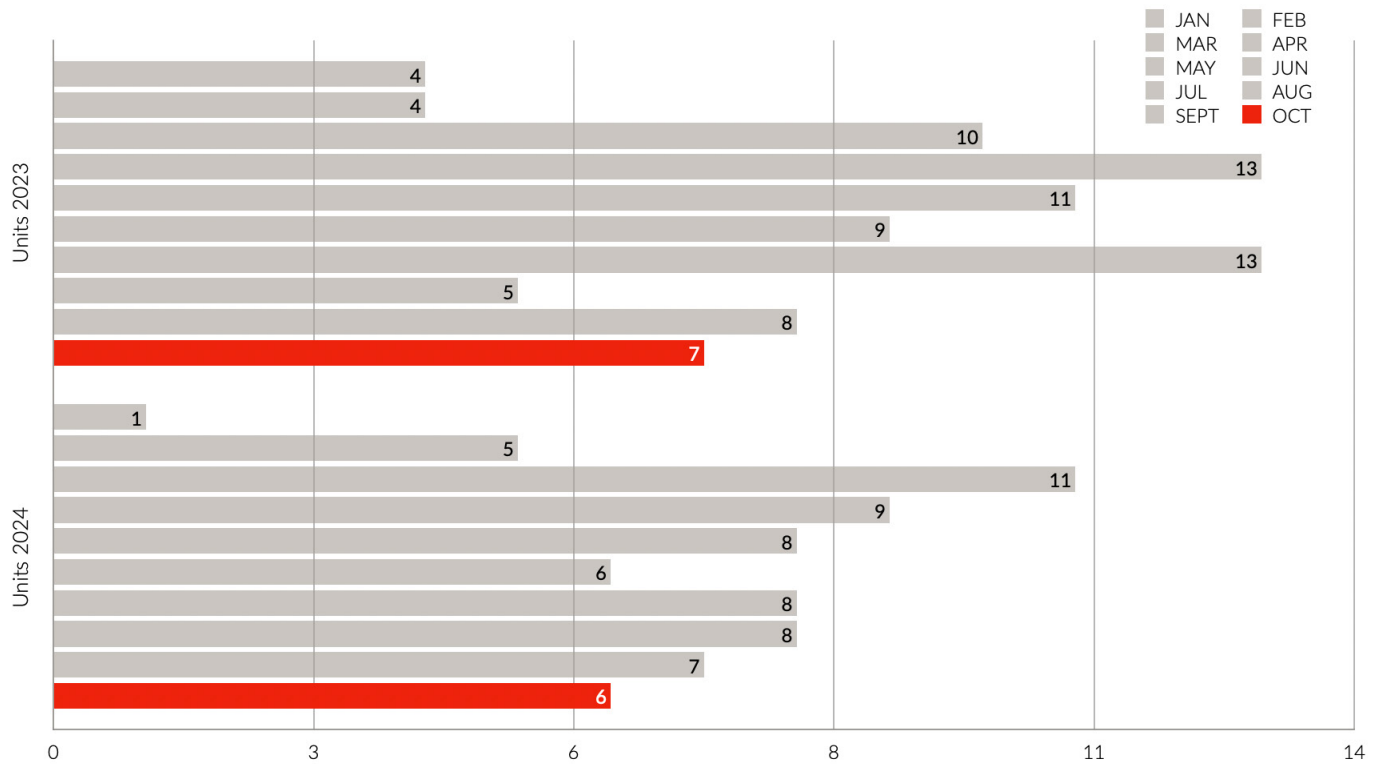


Yearly Totals 2023 vs. 2024

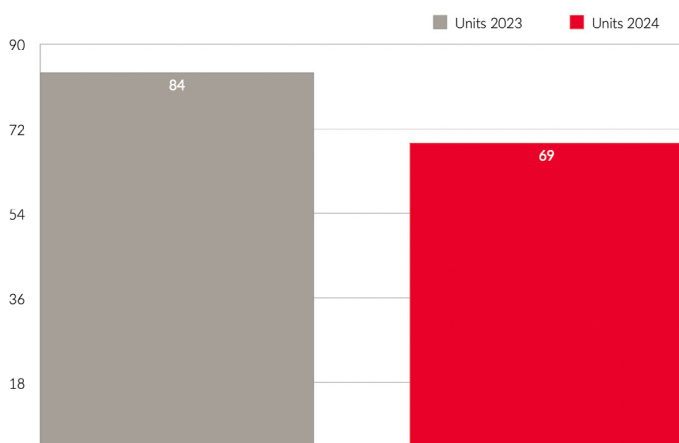


Month vs. Month 2023 vs. 2024

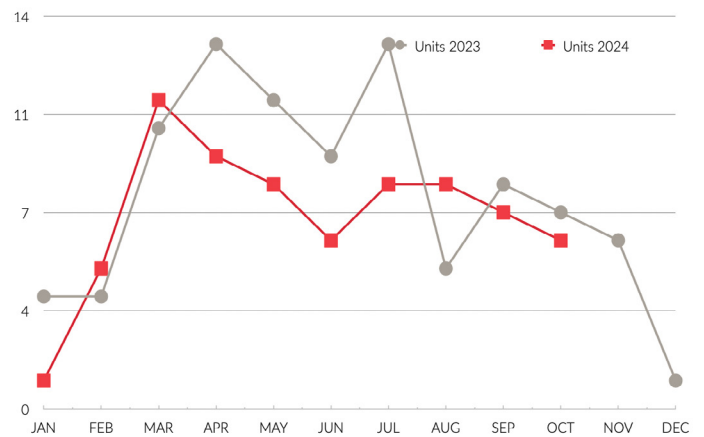
UNIT SALES



Monthly Comparison 2023 vs. 2024

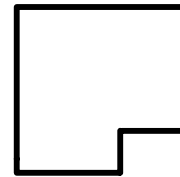


Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024

SALES BY TYPE



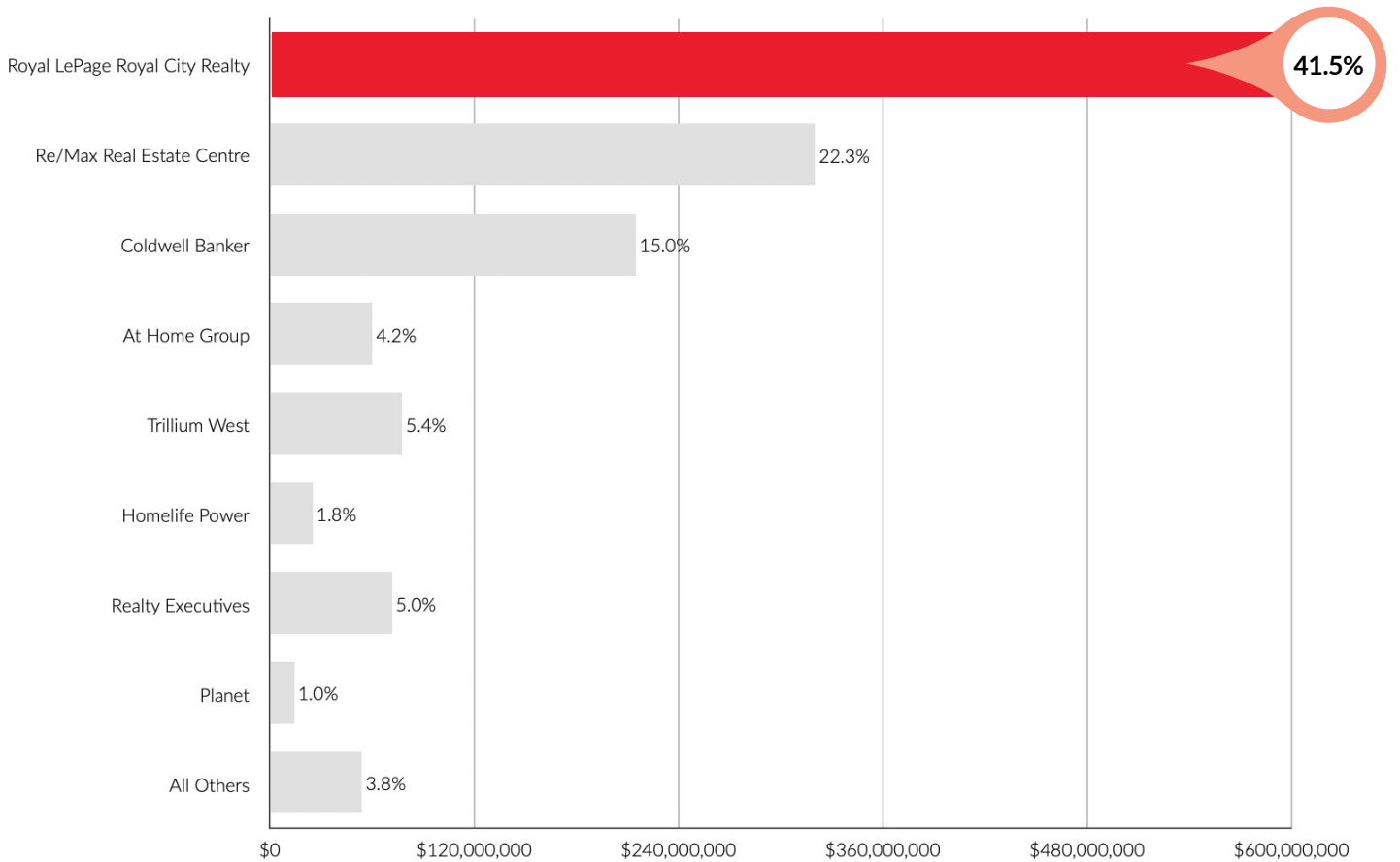
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$88,312,000 -19.41%	\$6,374,500 +226.56%	\$4,502,000 +133.26%
YTD Unit Sales	62 -17.33%	5 +25%	6 +100%
YTD Average Sale Price	\$1,424,387 -2.52%	\$1,274,900 +161.25%	\$750,333 +16.63%
October Sales Volume	\$6,563,500 -22.42%	\$0 No Change	\$1,150,000 Up from \$0
October Unit Sales	6 -14.29%	0 No Change	1 Up from 0

NOTE: All MLS® sales data in this report comes from the Guelph Association Of REALTORS® and refers specifically to residential sales as of October 1, 2024.

Year-Over-Year Comparison (2024 vs. 2023)

While deemed to be reliable, Royal LePage Royal City Realty assumes no responsibility for errors and omissions.

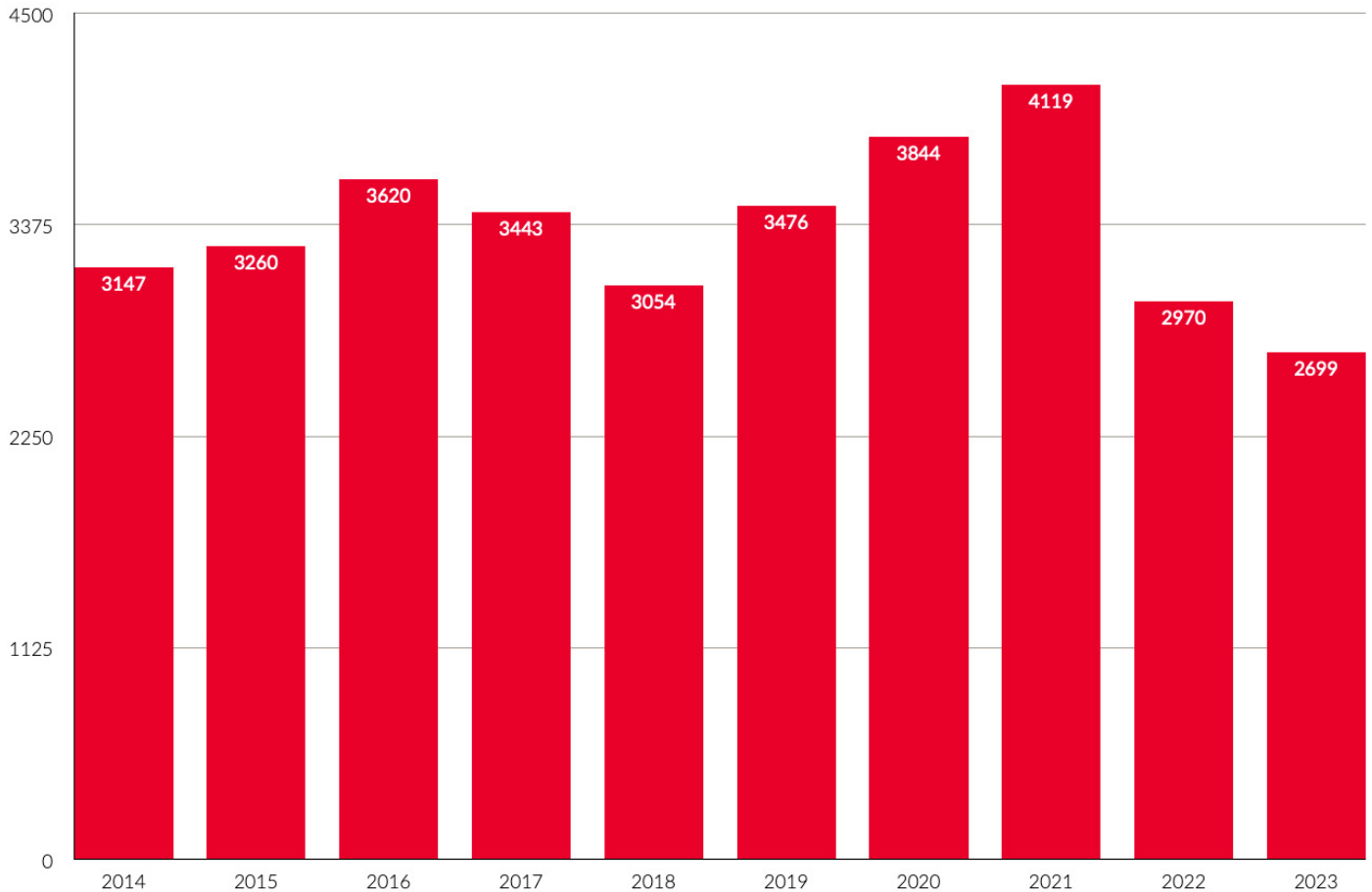
MARKET DOMINANCE



Market Share by Dollar Volume Within Wellington County
Listing Selling Ends Combined for Guelph Based Companies
October 2024



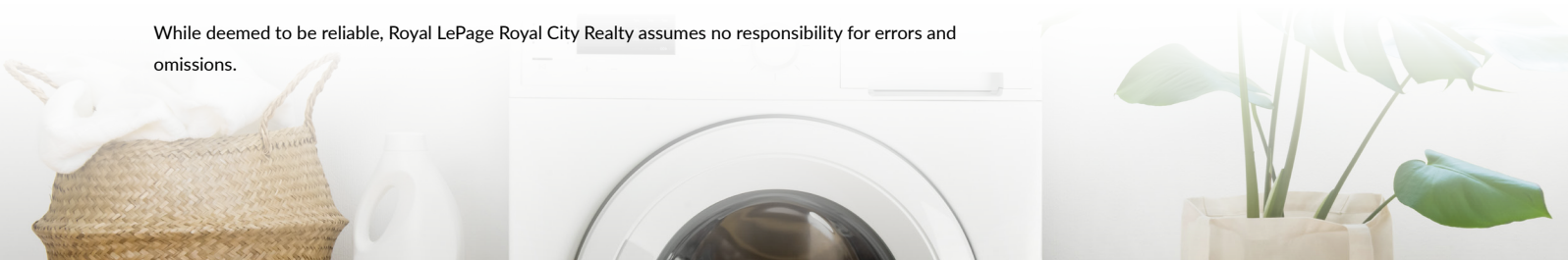
10 YEAR MARKET ANALYSIS



Units Sold

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OUR LOCATIONS



ELORA

519-846-1365
9 Mill Street E., Elora



FERGUS

519-843-1365
162 St. Andrew Street E., Fergus



GUELPH

519-824-9050
30 Edinburgh Road N., Guelph



ROCKWOOD

519-856-9922
118 Main Street S., Rockwood

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